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Registration Opens for the Seventh Annual Ohio Business Matchmaker Conference

Columbus – Registration is now open for the seventh annual Ohio Business Matchmaker Conference, which will take place March 20 and 21, 2012, in the City of Dayton. The conference links small businesses with government agencies and prime contractors for potential contracting opportunities.

Sponsors of the event include the Ohio Department of Development's Office of Business Assistance Small Business Development Center, and the U.S. Small Business Administration Columbus District Office. The event will be Tuesday and Wednesday from 7 a.m. to 4:30 p.m. at the Wright State University Nutter Center, 3640 Colonel Glenn Highway.

The Ohio Business Matchmaker Conference provides small businesses with a unique opportunity to meet buyers and sellers of goods and services. Small businesses will present capability statements and learn about purchasing processes. The participating buyers represent city, state, county, and federal agencies, as well as prime contractors and other organizations and businesses with combined purchasing budgets representing hundreds of millions of dollars in opportunities. This conference also will assist the agencies in achieving their mandated contracting and subcontracting goals by identifying potential sources of supply.

In addition to one-on-one matchmaking meetings, the event offers training for small businesses on topics such as doing business with government agencies, reading solicitations, certifications and registrations, marketing to prime contractors, working with joint ventures, and other business opportunities. Last year more than 1,800 participants, including more than 1,400 individual small businesses, took part in one-on-one meetings with more than 250 buyers.

Additional co-sponsors of the 2012 Ohio Business Matchmaker Conference are Check Ohio First, the City of Dayton, the Ohio Business Connection, and the Ohio Procurement Technical Assistance Centers.

The deadline for registration to take part in business matchmaking is March 9, 2012.

For more information about the Ohio Business Matchmaker Conference, registration fees, or to register, visit www.ohiobusinessmatchmaker.com or contact the Ohio Small Business Development Center at (614) 466-2711.

*Working with our partners across business, state and local governments, academia, and the nonprofit sector, the **Ohio Department of Development** works to attract, create, grow, and retain businesses through competitive incentives and targeted investments. Engaged every day in marketing, innovating, investing, and collaborating, the **Ohio Department of Development** works to accelerate and support the teamwork that is necessary for success by providing financial, informational, and technical assistance to those making an investment in Ohio's future.*

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